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04/05/23

Cash Basis

United States Judo Federation
Income & Expenditures Budget vs. Actual
September 2022 through August 2023

	Sep '22 - Aug 23	Budget
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	170,251.25	0.00
1100b · Registration - 8 month	5,665.00	0.00
1100c · Registration - 4 month	7,190.00	0.00
1100d · Registration - 1 month	5,850.00	0.00
1100e · Family Plan - 3 members	8,472.50	0.00
1100f · Family Plan - 4 members	3,400.00	0.00
1100g · Family Plan - 5 members	1,200.00	0.00
1100h · Family Plan - 6 members	460.00	0.00
1100i · Family Plan - 7 plus members	530.00	0.00
1100ydk · Yudanshakai fee portion	-45,403.75	0.00
1100 · REGISTRATION - Jrs./Srs. - Other	385.00	345,193.00
Total 1100 · REGISTRATION - Jrs./Srs.	158,000.00	345,193.00
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	360.00	0.00
1110 · REGISTRATION - Booster - Other	645.00	1,033.00
Total 1110 · REGISTRATION - Booster	1,005.00	1,033.00
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-3,132.50	0.00
1120 · REGISTRATION - USJF Secondary - Other	5,897.50	2,590.00
Total 1120 · REGISTRATION - USJF Secondary	2,765.00	2,590.00
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-3,552.50	0.00
1200 · REGISTRATION - Life (Active) - Other	15,925.00	13,545.00
Total 1200 · REGISTRATION - Life (Active)	12,372.50	13,545.00
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-530.00	0.00
1250 · MAKE-UP FEES - Other	1,615.00	825.00
Total 1250 · MAKE-UP FEES	1,085.00	825.00
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	6,445.20	0.00
1301 · New PCLM-Restricted	160.55	0.00
Total 1300a · RESTRICTED LIFE FUNDS	6,605.75	0.00
1400 · YUDANSHAKAI FEE	4,500.00	3,825.00

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	Sep '22 - Aug 23	Budget
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-5,980.00	0.00
1500 · CLUBS FEE - Other	11,905.00	4,575.00
Total 1500 · CLUBS FEE	5,925.00	4,575.00
3100 · PROMOTIONS	5,825.00	12,540.00
3200 · SANCTIONS	905.00	1,400.00
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.00
Total 4000 · MERCHANDISE	0.00	0.00
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	895.00	1,300.00
4701B · Nat'l Teachers Certificates	455.00	0.00
Total 4701 · Teachers Institute	1,350.00	1,300.00
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.00
4704C · Nat'l Kata Certification Test	0.00	0.00
4704 · Kata Dev't and Certification - Other	0.00	240.00
Total 4704 · Kata Dev't and Certification	0.00	240.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	865.00	0.00
4706B · Coach Certification	245.00	0.00
4706C · Manuals	175.00	0.00
4706 · Coach Development - Other	60.00	2,150.00
Total 4706 · Coach Development	1,345.00	2,150.00
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.00
4711B · Self-Defense Certificates	120.00	30.00
4711 · Self-Defense - Other	0.00	30.00
Total 4711 · Self-Defense	120.00	60.00
4700 · DEVELOPMENT - Other	60.00	3,886.00
Total 4700 · DEVELOPMENT	2,875.00	7,636.00

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	Sep '22 - Aug 23	Budget
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	555.76	0.00
Total 6002 · Reserve Interest Income	555.76	0.00
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.00
6003c · Interest Income-Umpqua MMA	0.00	0.00
6003 · Operational Interest Income - Other	0.00	0.00
Total 6003 · Operational Interest Income	0.00	0.00
Total 6000 · INTEREST INCOME	555.76	0.00
6001 · Endowment Interest Account	0.00	0.00
Total Income	202,419.01	393,162.00
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.00
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	600.00
7011B · State Tax	0.00	75.00
7011C · Employment Tax (FICA, SSS, etc.	8,710.93	32,137.00
Total 7011 · Taxes	8,710.93	32,812.00
7020 · Insurance		
7021 · Excess Medical Insurance	27,194.00	21,508.00
7022 · Liability Insurance Premium	50,651.00	70,133.00
7023 · Worker's Comp Premium	371.94	
7025 · D&O Insurance	4,276.00	3,196.00
7026 · Business Insurance Premium	638.00	1,109.00
Total 7020 · Insurance	83,130.94	95,946.00
7030 · Professional Fees		
7032 · Accounting Fees	1,709.97	0.00
Total 7030 · Professional Fees	1,709.97	0.00
7040 · BOD Meeting Expense	1,139.47	8,000.00
7050 · Office Facility Expenses		
7051 · Rent	9,000.00	13,500.00
7052 · Electricity	2,601.89	7,200.00
Total 7050 · Office Facility Expenses	11,601.89	20,700.00

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	Sep '22 - Aug 23	Budget
7060 · Employee Wages		
7061 · Executive Director	25,666.73	72,100.00
7062 · Administrative Manager	20,077.12	54,995.00
7063 · Administrative Assistant	34,637.62	72,800.00
7064 · Administrative (part-time)	0.00	14,352.00
7066 · Website personal (part time)	2,500.00	31,000.00
Total 7060 · Employee Wages	82,881.47	245,247.00
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	1,500.00	18,990.00
7072 · Retirement (IRA)	0.00	5,997.00
7073 · Employee Training	0.00	1,500.00
Total 7070 · Employee Benefits	1,500.00	26,487.00
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	1,125.00
7110C · Ink & Toner	0.00	2,820.00
Total 7110 · Printing	0.00	3,945.00
7112 · Bank Charges	0.00	500.00
7113 · Credit Card charges	0.00	2,500.00
7114 · Paypal Fees	4,896.74	6,000.00
7130 · Postage		
7131 · USPS	1,036.10	3,480.00
7132 · NonUSPS Services	80.26	200.00
Total 7130 · Postage	1,116.36	3,680.00
7140 · Telephone	1,489.13	2,720.00
7150 · Machine Maintenance	0.00	1,500.00
7160 · Supplies/Software		
7161 · Office Expense	1,635.52	4,800.00
7162 · Software	0.00	0.00
7163 · Software-other	0.00	0.00
7160 · Supplies/Software - Other	96.01	
Total 7160 · Supplies/Software	1,731.53	4,800.00
Total 7100 · Office Expense	9,233.76	25,645.00
7200 · Office Travel		
7202 · National Meetings	1,183.09	17,350.00
Total 7200 · Office Travel	1,183.09	17,350.00

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	Sep '22 - Aug 23	Budget
7300 · President's Expenses		
7303 · Pres. Expenses	0.00	6,000.00
7304 · Pres. Memorial Contributions	0.00	0.00
7300 · President's Expenses - Other	0.00	0.00
Total 7300 · President's Expenses	0.00	6,000.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-3.00	0.00
7502B · Life Membership-Garnet Pins	-388.75	0.00
7502C · Life Membership-Lapel Pins	-20.75	0.00
7502D · Life Membership-Patches	-20.35	0.00
Total 7502 · Life Membership Development	-432.85	0.00
7506 · Public Relations Committee	0.00	0.00
7507 · Marketing Committee Expense	90.00	10,000.00
7511 · Teachers Committee Expenses	0.00	17,000.00
7513 · Kata Committee Expenses	0.00	2,000.00
7514 · Nat'l Referee Committee Exp	0.00	2,000.00
7515 · National Jr. Youth Committee	0.00	2,000.00
7516 · Nat'l Coaching Committee	0.00	5,000.00
7520 · Hall of Fame Committee Expenses	0.00	0.00
7500 · Committees - Other	0.00	0.00
Total 7500 · Committees	-342.85	38,000.00
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	0.00	0.00
Total 7600 · Fund Raising Expenses	0.00	0.00
Total 7000 · OPERATIONS	200,748.67	516,187.00
8000 · AWARDS		
8001 · Athlete/Scholar	0.00	0.00
8004 · Jeremy Glick Memorial Spirit	0.00	0.00
Total 8000 · AWARDS	0.00	0.00
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.00

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	Sep '22 - Aug 23	Budget
9100 · Development Committee		
9110 · National Teachers Inst (NTIS)	0.00	0.00
9111 · NTIS;Manual/Resouce	6,875.00	
9119 · NTIS Misc Programs	1,514.17	0.00
9169 · NCDS Misc Programs	0.00	0.00
9175 · Self-Defense Curriculum/Materia	0.00	2,000.00
Total 9100 · Development Committee	8,389.17	2,000.00
Total 9000 · DEVELOPMENT EXPENSES	8,389.17	2,000.00
Total Expense	209,137.84	518,187.00
Net Ordinary Income	-6,718.83	-125,025.00
Net Income	-6,718.83	-125,025.00

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Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	170,251.25	100.0%
1100b · Registration - 8 month	5,665.00	100.0%
1100c · Registration - 4 month	7,190.00	100.0%
1100d · Registration - 1 month	5,850.00	100.0%
1100e · Family Plan - 3 members	8,472.50	100.0%
1100f · Family Plan - 4 members	3,400.00	100.0%
1100g · Family Plan - 5 members	1,200.00	100.0%
1100h · Family Plan - 6 members	460.00	100.0%
1100i · Family Plan - 7 plus members	530.00	100.0%
1100ydk · Yudanshakai fee portion	-45,403.75	100.0%
1100 · REGISTRATION - Jrs./Srs. - Other	-344,808.00	0.1%
Total 1100 · REGISTRATION - Jrs./Srs.	-187,193.00	45.8%
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	360.00	100.0%
1110 · REGISTRATION - Booster - Other	-388.00	62.4%
Total 1110 · REGISTRATION - Booster	-28.00	97.3%
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-3,132.50	100.0%
1120 · REGISTRATION - USJF Secondary - Other	3,307.50	227.7%
Total 1120 · REGISTRATION - USJF Secondary	175.00	106.8%
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-3,552.50	100.0%
1200 · REGISTRATION - Life (Active) - Other	2,380.00	117.6%
Total 1200 · REGISTRATION - Life (Active)	-1,172.50	91.3%
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-530.00	100.0%
1250 · MAKE-UP FEES - Other	790.00	195.8%
Total 1250 · MAKE-UP FEES	260.00	131.5%
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	6,445.20	100.0%
1301 · New PCLM-Restricted	160.55	100.0%
Total 1300a · RESTRICTED LIFE FUNDS	6,605.75	100.0%
1400 · YUDANSHAKAI FEE	675.00	117.6%

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1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-5,980.00	100.0%
1500 · CLUBS FEE - Other	7,330.00	260.2%
Total 1500 · CLUBS FEE	1,350.00	129.5%
3100 · PROMOTIONS	-6,715.00	46.5%
3200 · SANCTIONS	-495.00	64.6%
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.0%
Total 4000 · MERCHANDISE	0.00	0.0%
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	-405.00	68.8%
4701B · Nat'l Teachers Certificates	455.00	100.0%
Total 4701 · Teachers Institute	50.00	103.8%
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.0%
4704C · Nat'l Kata Certification Test	0.00	0.0%
4704 · Kata Dev't and Certification - Other	-240.00	0.0%
Total 4704 · Kata Dev't and Certification	-240.00	0.0%
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	865.00	100.0%
4706B · Coach Certification	245.00	100.0%
4706C · Manuals	175.00	100.0%
4706 · Coach Development - Other	-2,090.00	2.8%
Total 4706 · Coach Development	-805.00	62.6%
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.0%
4711B · Self-Defense Certificates	90.00	400.0%
4711 · Self-Defense - Other	-30.00	0.0%
Total 4711 · Self-Defense	60.00	200.0%
4700 · DEVELOPMENT - Other	-3,826.00	1.5%
Total 4700 · DEVELOPMENT	-4,761.00	37.7%

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6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	555.76	100.0%
Total 6002 · Reserve Interest Income	555.76	100.0%
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.0%
6003c · Interest Income-Umpqua MMA	0.00	0.0%
6003 · Operational Interest Income - Other	0.00	0.0%
Total 6003 · Operational Interest Income	0.00	0.0%
Total 6000 · INTEREST INCOME	555.76	100.0%
6001 · Endowment Interest Account	0.00	0.0%
Total Income	-190,742.99	51.5%
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.0%
7011 · Taxes		
7011A · Corporate Filing Fee	-600.00	0.0%
7011B · State Tax	-75.00	0.0%
7011C · Employment Tax (FICA, SSS, etc.	-23,426.07	27.1%
Total 7011 · Taxes	-24,101.07	26.5%
7020 · Insurance		
7021 · Excess Medical Insurance	5,686.00	126.4%
7022 · Liability Insurance Premium	-19,482.00	72.2%
7023 · Worker's Comp Premium		
7025 · D&O Insurance	1,080.00	133.8%
7026 · Business Insurance Premium	-471.00	57.5%
Total 7020 · Insurance	-12,815.06	86.6%
7030 · Professional Fees		
7032 · Accounting Fees	1,709.97	100.0%
Total 7030 · Professional Fees	1,709.97	100.0%
7040 · BOD Meeting Expense	-6,860.53	14.2%
7050 · Office Facility Expenses		
7051 · Rent	-4,500.00	66.7%
7052 · Electricity	-4,598.11	36.1%
Total 7050 · Office Facility Expenses	-9,098.11	56.0%

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7060 · Employee Wages		
7061 · Executive Director	-46,433.27	35.6%
7062 · Administrative Manager	-34,917.88	36.5%
7063 · Administrative Assistant	-38,162.38	47.6%
7064 · Administrative (part-time)	-14,352.00	0.0%
7066 · Website personal (part time)	-28,500.00	8.1%
Total 7060 · Employee Wages	-162,365.53	33.8%
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	-17,490.00	7.9%
7072 · Retirement (IRA)	-5,997.00	0.0%
7073 · Employee Training	-1,500.00	0.0%
Total 7070 · Employee Benefits	-24,987.00	5.7%
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	-1,125.00	0.0%
7110C · Ink & Toner	-2,820.00	0.0%
Total 7110 · Printing	-3,945.00	0.0%
7112 · Bank Charges	-500.00	0.0%
7113 · Credit Card charges	-2,500.00	0.0%
7114 · Paypal Fees	-1,103.26	81.6%
7130 · Postage		
7131 · USPS	-2,443.90	29.8%
7132 · NonUSPS Services	-119.74	40.1%
Total 7130 · Postage	-2,563.64	30.3%
7140 · Telephone	-1,230.87	54.7%
7150 · Machine Maintenance	-1,500.00	0.0%
7160 · Supplies/Software		
7161 · Office Expense	-3,164.48	34.1%
7162 · Software	0.00	0.0%
7163 · Software-other	0.00	0.0%
7160 · Supplies/Software - Other		
Total 7160 · Supplies/Software	-3,068.47	36.1%
Total 7100 · Office Expense	-16,411.24	36.0%
7200 · Office Travel		
7202 · National Meetings	-16,166.91	6.8%
Total 7200 · Office Travel	-16,166.91	6.8%

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7300 · President's Expenses		
7303 · Pres. Expenses	-6,000.00	0.0%
7304 · Pres. Memorial Contributions	0.00	0.0%
7300 · President's Expenses - Other	0.00	0.0%
Total 7300 · President's Expenses	-6,000.00	0.0%
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-3.00	100.0%
7502B · Life Membership-Garnet Pins	-388.75	100.0%
7502C · Life Membership-Lapel Pins	-20.75	100.0%
7502D · Life Membership-Patches	-20.35	100.0%
Total 7502 · Life Membership Development	-432.85	100.0%
7506 · Public Relations Committee	0.00	0.0%
7507 · Marketing Committee Expense	-9,910.00	0.9%
7511 · Teachers Committtee Expenses	-17,000.00	0.0%
7513 · Kata Committee Expenses	-2,000.00	0.0%
7514 · Nat'l Referee Committee Exp	-2,000.00	0.0%
7515 · National Jr. Youth Committee	-2,000.00	0.0%
7516 · Nat'l Coaching Committee	-5,000.00	0.0%
7520 · Hall of Fame Committee Expenses	0.00	0.0%
7500 · Committees - Other	0.00	0.0%
Total 7500 · Committees	-38,342.85	-0.9%
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	0.00	0.0%
Total 7600 · Fund Raising Expenses	0.00	0.0%
Total 7000 · OPERATIONS	-315,438.33	38.9%
8000 · AWARDS		
8001 · Athlete/Scholar	0.00	0.0%
8004 · Jeremy Glick Memorial Spirit	0.00	0.0%
Total 8000 · AWARDS	0.00	0.0%
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.0%

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9100 · Development Committee		
9110 · National Teachers Inst (NTIS)	0.00	0.0%
9111 · NTIS;Manual/Resouce		
9119 · NTIS Misc Programs	1,514.17	100.0%
9169 · NCDS Misc Programs	0.00	0.0%
9175 · Self-Defense Curriculum/Materia	-2,000.00	0.0%
Total 9100 · Development Committee	6,389.17	419.5%
Total 9000 · DEVELOPMENT EXPENSES	6,389.17	419.5%
Total Expense	-309,049.16	40.4%
Net Ordinary Income	118,306.17	5.4%
Net Income	118,306.17	5.4%